

College Success Arizona is seeking a qualified Director of Development to join our team to further our mission of providing access to a postsecondary education for first-generation and low-income students in Arizona. The Director of Development is an important player in the overall fundraising plan working directly with major donors and prospective donors. This individual will be responsible for generating major gifts and overseeing fundraising events for the organization.

Responsibilities:

- Establish goals and oversee the implementation of fundraising plans, strategies and tactics for the full range of Development/Annual Giving/Stewardship programs.
- Work collaboratively with the entire team to identify opportunities to acquire philanthropic funding resources available for CSA programs.
- Become knowledgeable of the programs and services of College Success Arizona to effectively support and advance the mission and vision of the organization.
- Design, implement and evaluate a comprehensive program for annual and multi-year gifts, establishing goals and objectives that translate into annual operating plans and program growth.
- Develop strong relationships with prospective donors, moving them through the cultivation cycle, from identification through solicitation and stewardship.
- Develop and implement cost-effective fund development program involving individuals, businesses, corporations and private foundations that focus on raising funds from diverse sources.
- Maintain oversight over all fundraising activities including major giving, grants, special events, direct mail appeals, and corporate partnership initiatives.
- Work collaboratively with the communications team to manage the organization's marketing, messaging, branding in creating collateral materials for various constituents.
- Responsible for conducting research on prospective donors and preparing visit strategies, correspondence, proposals and pledge documents.
- Develop strategies and work with staff members to coordinate all fundraising activities of the organization in keeping with organizational goals and budgets.
- Serve as a public representative for College Success Arizona building awareness and relationships with various constituents to advance and support the organization.
- Monitor development expenses and budgeting.

Position Qualifications:

Minimum: BS/BA from an accredited college or university in nonprofit management, business, public relations, public administration, or closely related field and five years of demonstrated fundraising experience in a not-for-profit organization. Supervisory experience preferred.

Personal Characteristics Desired:

- Must be an experienced advancement professional who is highly regarded and respected for consistently making a difference in their organization.
- Strong understanding of the educational framework in Arizona and the ability to position and message needs.
- Shows a steadfast commitment to participating as a member of a fully integrated team.
- Proven ability to successfully cultivate, solicit and close major five and six figure gifts.
- Represents CSA in a consistently positive light and truly enjoys working with the public.
- Maintains a professional appearance, exudes a positive outlook and is willing to accept challenges and changes
- An understanding of prospect management strongly preferred.
- Ability to work independently, as well as collaboratively, within a team, build effective relationships, and manage multiple projects simultaneously.

Salary: Commensurate with experience.

Job Status: Full-time, exempt, salaried position.

To Apply:

This position is open immediately, and candidates will be considered on a rolling basis until the position is filled. Visit www.collegesuccessarizona.org to learn more about our mission, values, services, scholars, and team.

Please combine the following documents in an email to jobs@collegesuccessarizona.org:

- Current resume or CV
- Statement of interest and qualifications, based on this description
- Link to relevant portfolio of related experiences and efforts

No phone calls, please.

The statements in this description represent typical elements, criteria and general work performed. This is not an exhaustive list of all responsibilities, duties and skills for this job.

College Success Arizona is an equal opportunity, affirmative action employer. It is a strongly held value of the organization that opportunity is not limited by gender, race, class, sexual orientation, disability or age. All candidates will be evaluated on a merit basis.